

THE GLOBE PRINTING COMPANY SENDS ITS BEAUTIFUL AND ARTISTIC PRODUCTS INTO THE STRONGHOLDS OF ITS COMPETITORS

THE Globe Printing Company, of Washington, is one of the solid business enterprises of this city. It is equipped to compete with any house in any section of the country in the general printing and bookbinding business. Having increased its plant and its business being greatly expanded, this concern will be a factor in the up-building of Greater Washington.

"We are shipping products of our presses as far West as the Mississippi river, and are shipping right into New York city," said Thomas W. Cadick, manager for the company.

The Globe Printing Company is now installed in its new home at Fourteenth and E streets northwest, the spacious rooms which they were obliged to seek because of the growth of their business, which rendered their former quarters inadequate. Here they have established a printing plant modern in every detail, and equipped for work of the highest class which can be turned out in the quickest possible time, with the latest and most improved machinery. They are prepared for the coming of the Greater Washington.

"Our plant is complete in every respect," said Mr. Cadick. "Our press room is the largest and best in the city, occupying a room 68x70 feet, with solid concrete floor, so that the presses are on a solid foundation and can be run to their maximum speed.

"Our presses are all of the very latest and best pattern, and the Globe Printing Company is the only concern in the city outside of the Government Printing Office using automatic feeders on presses. We have folding machines, stitching machines, and paper cutters in our press room, so that publication work can be handled in one room without the loss of time that would be occasioned by sending it to another department."

The Globe Printing Company takes especial pride in its press room, where the hum of the fast running presses illustrates why they sought more spacious quarters. Here, too, the large force of hands required to execute the work done in this department tells the story of a thriving business. The variety of the work being done also indicates the extent of their facilities for turning out whatever may be needed in the printing line.



THE BIG PLANT OF THE GLOBE PRINTING COMPANY.

Turning to the composing room, Mr. Cadick said: "This room is equipped with Mergenthaler typesetting machines and all of the latest faces of display type for job printing of every description." Next the bookbinding department was pointed to, of which Mr. Cadick said:

"Our bookbinding department is complete in every detail. Here we have ruling machines, perforating machines, stitching machines, punching and creasing machines for manufacturing loose leaf ledger work.

"We are the exclusive agents for the Majestic Loose Leaf Ledger, and carry in stock all of the standard sizes. In addition we carry a stock of metal parts so that we can make up odd sizes without delay of sending to the factory for them."

As Mr. Cadick spoke of the features of the bookbinding department he pointed here and there, calling attention to the character of the modern machinery installed, and showed the capacity of that department for turning out work.

"In addition to our general printing and binding business," said Mr. Cadick, "we have for several years been making a specialty of almanacs and pamphlets, and we are do-

ing a large business all over the United States in this line. We have the best equipped press room in the United States for pamphlet printing. We have one Web press for printing pamphlets from the roll, printing the two outside pages in two colors of ink, folding, pasting, and delivering them as a complete pamphlet.

"We are shipping these pamphlets as far West as the Mississippi river, and are shipping right into New York city, showing that we are able to compete with any section of the country on this class of business."

Encouraged by the success met with in this line the Globe Printing Company is preparing to extend its facilities for this particular work. Of this Mr. Cadick said:

"We are just installing another large Web perfecting press for printing pamphlets with a cover of different color paper, and when this machinery is in we will have the best equipment for almanac and pamphlet printing in this country."

The Globe Printing Company is incorporated, its officers being D. E. Cadick, president; F. B. Cadick, secretary; D. L. Cline, treasurer; and Thomas W. Cadick, manager. Reference to the picture of their building appearing on this page will give some idea of the spacious quarters they occupy with their printing establishment.

CHARLES G. STOTT & COMPANY

THE wholesale and retail paper and stationery establishment of Charles G. Stott & Co., at 309 Ninth street northwest, is perhaps one of the finest concerns of its kind in the city. The building, three stories in height, is modern in every respect.

The ground floor, extending the length of the building, is used as a show room, where most of the retail business is transacted. Several clerks are employed on this floor, and it requires their combined efforts to keep the mammoth stock of goods in proper condition. Everything pertaining to this character of business is handled, and handled plentifully.

Nothing has been left undone to promote the interest of this firm. Every new invention, destined to become a fixture in the stationery business, is hurriedly acquired as soon as it makes its appearance on the market.

Personally Selected Stock.

In the selection of goods, which is subsequently distributed among local firms, Mr. Stott, senior member of the firm, will allow nothing but the very finest to pass his doors. In this particular manner Mr. Stott has succeeded

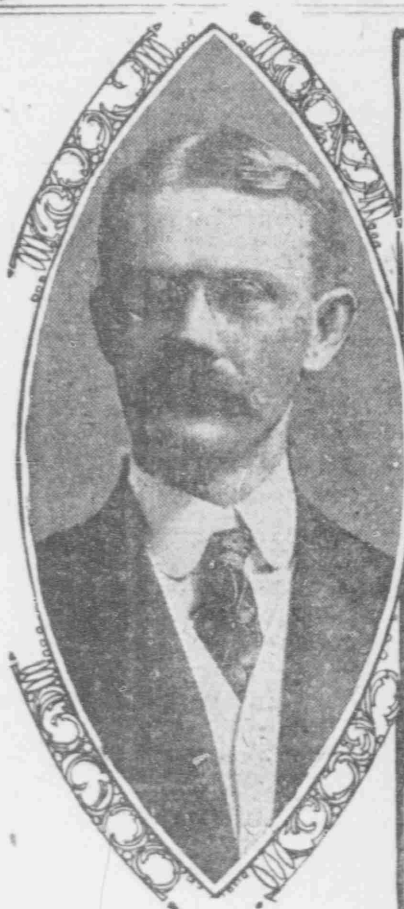
in filling his establishment with an assortment of goods that cannot be excelled in any part of the country.

Since the establishment of the business in 1888, Mr. Stott has built up trade steadily. Personally he inspects every bit of goods that come into his place. To the selection of stock Mr. Stott devotes considerable time.

"Every man is entitled to his opinion and incidentally his idea of fine art," said Mr. Stott. "I, like every other person engaged in business, endeavor to handle the very finest and most artistic goods on the market. In the selection of Christmas goods, considerable taste and care is required. It is always my aim to give to the public that which is most pleasing to the eye. When I say this, I mean also that I do not select goods for their artistic nature alone, but for their substantial quality as well."

The cellar of Charles G. Stott & Co.'s establishment is given over to the storage of paper. About five or six carloads are piled against the cellar walls. Most of this stock comes in rolls and is disposed of to retail concerns, who, in their turn, sell it to the smaller dealer.

The second floor is set aside for the



CHARLES G. STOTT.



PAPER MEN WHO KNOW BUSINESS

storage of blank books, fancy papers, tissue paper, school supplies, and a hundred and one other articles. These goods are piled high in pens and can be easily reached by the system which is employed by Mr. Stott. Several men are kept busy on this floor from morning to night unpacking and arranging goods. The packing department is also maintained on this floor. All goods intended for shipment or local distribution are packed here and subsequently shifted to the basement. From the basement the wagons are loaded.

The third floor is stocked with various kinds of papers. This also is of the best quality and is kept exclusively for fine local trade, and the pick of the out-of-town customers.

Since this firm started it has devoted much of its time and labor in stimulating interest relative to their class of trade among local houses. But little of-out-town trade has been acquired. That which has been acquired by the company has been handled promptly. In speaking of this phase of the situation, Mr. Stott said:

Making Giant Strides.

"Our firm has made giant strides during the past three or four years. We are making improvements at all times and it is our desire to attract foreign trade. We purchase our

goods from the largest and most responsible houses in the country. Everything purchased is of the best quality. Handling this class of goods it should not be a hard matter in attracting the attention of other cities. If the out-of-town concerns will only concentrate their attention upon Washington they will probably see things that will open their eyes. Our firm can and does deliver goods to points in the South as cheap as any Baltimore, Philadelphia, or New York house.

"In the very near future I believe that the public at large will begin to realize the commercial importance of the District. I have had people come into our store and purchase fancy goods that they declared could not be equalled anywhere in the North. This has frequently been the case. Some time ago a woman from New York walked into the place and purchased several boxes of fancy writing paper. After she had made the purchase and was about to depart she turned to the clerk and told him that she had lived in New York all her life, but that she had yet the first time to see in that city a box of paper to equal that which she had just bought. If this city can turn out goods of this character it stands to reason that we should be patronized by other cities."

THE CHRISTIAN BROTHERS COMPANY PAYS TRIBUTE IN ITS PRESENCE TO GREATER WASHINGTON

THE Christian Brothers Company, seeing the need of a large supply house for this city similar to the one they have conducted with such success in Richmond, have opened a large branch house here and will join in the movement for making Washington greater commercially. They are manufacturers of extracts, fruit sirups, and crushed fruits.

They have secured the building at 312 Eighth street northwest, which they have placed in the hands of an architect. It is to be enlarged and overhauled for the business they contemplate doing in this city. Upon the completion of their building they will be prepared, with such backing and capital as now enable them to meet all the requirements of their business, to supply all demands, no matter to what extent a Greater Washington may develop.

The Christian Brothers Company, now the largest house of the kind south of Philadelphia, is equipped for promptly supplying the demands of the territory in which it enjoys a large and growing trade. Its business has grown by bounds.

Started in 1900 by Horace B. Christian in a small way, it has developed into an enterprise which has compelled it to move four times in order to find quarters adequate to the accommodation of its increasing business. In 1901 Horace B. Christian took in his brother, George B. Christian, and engaged in business under the name of the Christian Brothers Company. Some months ago this company was reorganized with the following officers.

The Company Officers.

John C. Hagin, president; Horace B. Christian, vice president and general manager, and George B. Christian, secretary and treasurer. Mr. Hagin is a popular and successful business man of Richmond, where he is connected with a number of local enterprises and is regarded as one of the most enterprising men of that section.

Horace B. Christian has been associated with the trade for years and is familiar with every detail of the business. He, therefore, is essentially a practical man. The establishment is under his personal supervision. The enterprise is

THE GOODS HANDLED

The Christian Brothers Company handles Concentrated Fruit Sirups, Crushed fruits, Maraschino cherries, Powdered Chocolate, Rock Candy Sirups, Carbonic acid gas, Moxie, Coca Cola, All soda fountain supplies, Headley's chocolates and bonbons, Grape juice, Apple juice, Extracts of all flavors, Ginger ale.

equipped at its factory with all modern and improved machinery and appliances for the business. This is the only establishment in the South for the manufacture of concentrated fruit sirups.

Fresh From the Trees.

The company states that they receive their fruit direct from the



"OLD MAMMY," WHOSE BRANDS THE COMPANY SELLS.

orchard, the grove, or the vineyard and manufacture their products outright. An important branch of their business is the manufacture of flavoring extracts. In the manufacture of these the company states that the greatest care is taken to use only the purest and best ingredients and to put them up absolutely clean and free from adulterations and impurities. They attribute the popularity of their extracts to their advantages in the way of facilities for manufacturing and to the expert knowledge they possess, which enables them to produce an article representing the highest degree of perfection.

In connection with the sale of these extracts the company has recently put on the streets of Richmond an automobile done in white and gold and bearing a picture of an old mammy—a reproduction of their trademark. This car, or a similar one, will be brought to Washington and used in the business here.

Among the goods handled by Christian Brothers Company are concentrated fruit sirups, crushed fruits, maraschino cherries, powdered chocolate, rock candy sirups, carbonic acid gas, Moxie, Coca Cola,

all soda fountain supplies, which are kept in stock, Headley's chocolates and bonbons, grape juice, apple juice extracts of all flavors, and ginger ale.

Handsome display cases have been made for this concern which are for distribution among the trade. These are said to be among the finest things of the kind to be put into use, and serve to enhance the popularity of the company's line of extracts.

In its inception the business of the Christian Brothers Company was limited to the manufacture of package grocery extracts, but it has enlarged and expanded and is now taking another important step in opening a branch house in Washington, with a view to still increasing its trade and to becoming identified with the Greater Washington.

Each package of "Mammy's Extracts" contains a Universal coupon, which is issued according to arrangements made with the Manufacturers' Trade Mark Association, 253 Broadway, New York city. Each introductory coupon is redeemable with ten Universal coupons if mailed to the association, provided the sender mentions the name of the extracts. Thus a purchaser of a bottle of "Mammy's Extracts" gets ten Universal coupons free.

THE E. B. ADAMS COMPANY, WHOSE

THERE always is a steady demand for crockery, glassware and the like. To procure this class of goods one has only to visit the wholesale crockery and glassware firm of E. B. Adams Company, at 612 Pennsylvania avenue. The quality of the goods handled by this company has attained a wide reputation throughout the South.

The reputation of the Adams Company is well known locally, and its business is enormous. The stock comprises a large assortment of goods touching upon almost every phase of domestic necessity. In the selection of goods, Mr. Adams has devoted much time and care. If an inferior grade of goods is shipped to him, he immediately sends it back to the manufacturers.

Mr. Adams since he assumed control of the business has given strict attention to the selection of his stock.

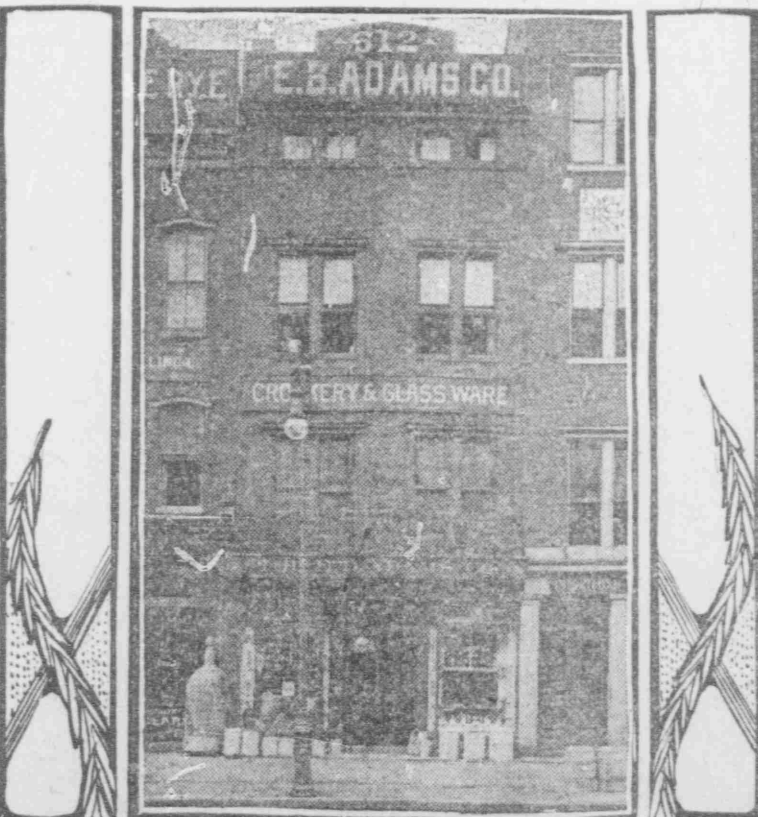
A Big Stock.

The building is stocked from cel-

lar to dome, and it requires a large corps of workers to handle the business. The first floor is devoted to the storage of articles which might be handled by the local retail trade. The show room is a spacious affair and is crowded with wares of every description. Several clerks are required on this floor to handle the trade. A most beautiful selection of lamps is offered for sale by these people. This character of goods is perhaps the most costly carried by the company.

When one enters the store from the Pennsylvania avenue entrance the first thing that meets the eye is the magnificent display of fancy and costly lamps. The great red, green, gold and silver globes present a pleasing spectacle.

Mr. Adams desires to increase his trade throughout the far South. Toward this end he is bending his every energy, and will strive to make his firm one of the most widely known in the south. Several salesmen are



STOREHOUSE OF MANY THINGS RARE AND BEAUTIFUL.

ACTIVITY BRINGS MUCH THAT IS BEAUTIFUL HERE

kept on the road continually. Their orders are coming in steadily. The trade thus far acquired in the South is of a comparatively fine class. The customers desire the very finest quality and the character of the service given them by the E. B. Adams Company and the quality of goods supplied have advertised the concern in a most effective way, as a greatly increased trade evidences.

The crockery and chinaware when it leaves the local establishment is packed neatly and substantially in large wooden boxes with plenty of excelsior to prevent damage. The men have been properly instructed in the art of packing and no package ever leaves the store without it has been personally inspected by Mr. Adams. By this method the firm has gained the confidence of its customers. When an order is given to the house, the purchasers know what they will get and in what condition they will receive their goods.

In speaking about his business, Mr. Adams said:

Men Must Hustle.

"There is only one way to push business to the front and that is to get out and hustle. I have men working on the road all the time. The customers that deal with my house are always treated to the very best service I am able to give them. The goods shipped to them is of the finest quality, and it is due entirely to this fact that our firm has such a good name throughout the South. As yet our trade does not extend far into the South—that is, it does not go as far South as Florida. But that is not saying that an effort will not be made to extend it that far. We are making improvements all the time and I think that within another year our firm will be one of the most widely known establishments south of the Potomac."

A Progressive Merchant.

Mr. Adams believes that the "Greater Washington" movement is going

to be of material value to the community. He is one who believes that trade should be extended throughout foreign territory. He believes that by compelling the local business men to buy their goods in Washington, that the standing of the commercial community will be enhanced.

Mr. Adams is perhaps one of the most progressive merchants of the city. When a new article comes into the market his house is one of the first to handle it. This concern turns out great amounts of goods and the prices are said when quality is considered.

He has done much to draw the minds of buyers from afar to Washington. He has impressed them with the conviction that this is the center of the nation's culture and the natural shrine of beauty. They have bought of him largely and through him have helped to make Greater Washington.